

City: Smyrna



Andrei Semenov, Realtor

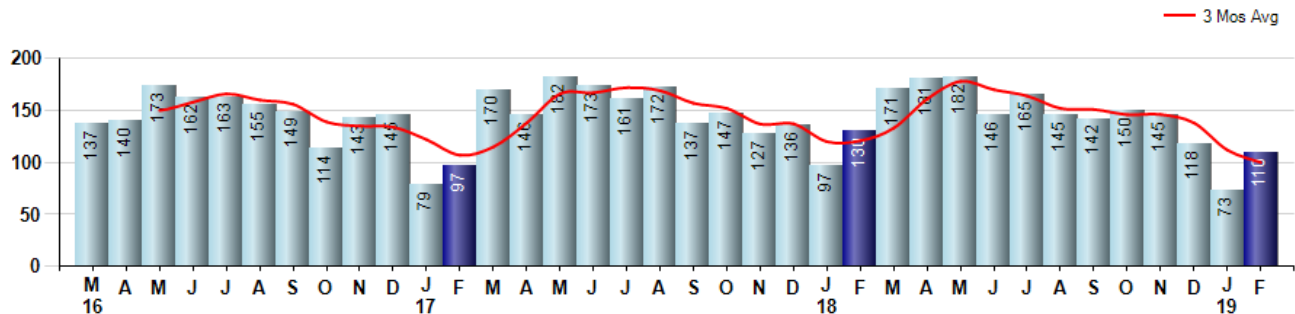
Price Range: 0 to 999999999 | Properties: Single Family Home, Townhome, Condo

Market Profile & Trends Overview	Month	Trending Versus*:				YTD	Trending Versus*:	
		LM	L3M	PYM	LY		PriorYTD	PriorYear
Median List Price of all Current Listings	\$399,900	↔		↓				
Average List Price of all Current Listings	\$423,412	↑		↓				
February Median Sales Price	\$307,000	↑	↓	↑	↔	\$300,400	↑	↓
February Average Sales Price	\$317,883	↑	↓	↑	↓	\$312,406	↑	↓
Total Properties Currently for Sale (Inventory)	307	↑		↑				
February Number of Properties Sold	110	↑		↓		183	↓	
February Average Days on Market (Solds)	41	↓	↑	↓	↑	45	↓	↑
Asking Price per Square Foot (based on New Listings)	\$160	↑	↑	↓	↓	\$157	↓	↓
February Sold Price per Square Foot	\$149	↑	↔	↔	↑	\$148	↔	↑
February Month's Supply of Inventory	2.8	↓	↓	↑	↑	3.5	↑	↑
February Sale Price vs List Price Ratio	96.7%	↑	↔	↑	↓	96.5%	↔	↓

* LM=Last Month / L3M=Last 3 Months / PYM=Same Month Prior Year / LY=Last Year / YTD = Year-to-date

Property Sales

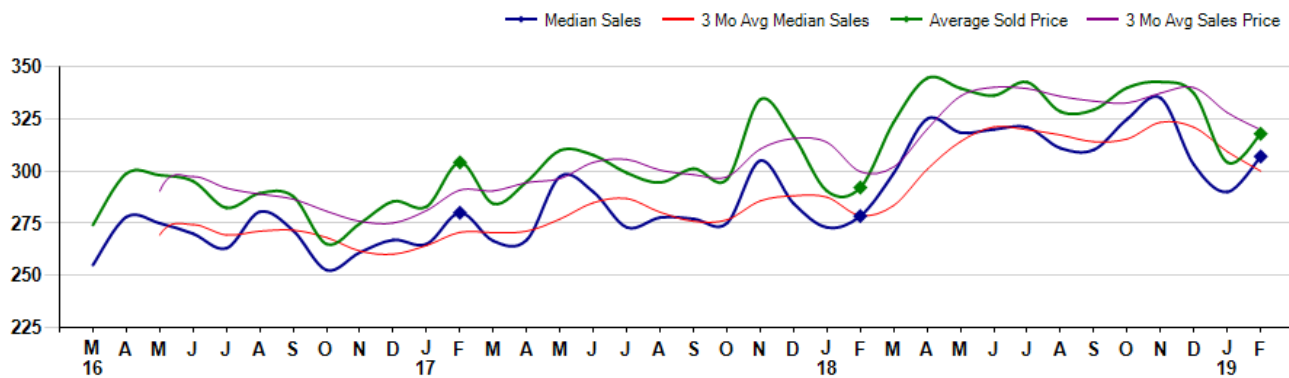
February Property sales were 110, down -15.4% from 130 in February of 2018 and 50.7% higher than the 73 sales last month. February 2019 sales were at a mid level compared to February of 2018 and 2017. February YTD sales of 183 are running -19.4% behind last year's year-to-date sales of 227.



Prices

The Median Sales Price in February was \$307,000, up 10.3% from \$278,450 in February of 2018 and up 5.9% from \$290,000 last month. The Average Sales Price in February was \$317,883, up 8.8% from \$292,124 in February of 2018 and up 4.5% from \$304,153 last month. February 2019 ASP was at highest level compared to February of 2018 and 2017.

Median means Middle (the same # of properties sold above and below Median) (000's)



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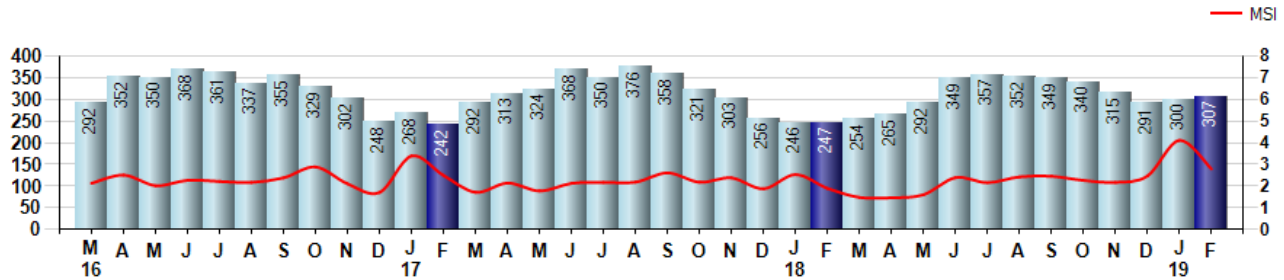
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Inventory & MSI

The Total Inventory of Properties available for sale as of February was 307, up 2.3% from 300 last month and up 24.3% from 247 in February of last year. February 2019 Inventory was at highest level compared to February of 2018 and 2017.

A comparatively lower MSI is more beneficial for sellers while a higher MSI is better for buyers. The February 2019 MSI of 2.8 months was at its highest level compared with February of 2018 and 2017.

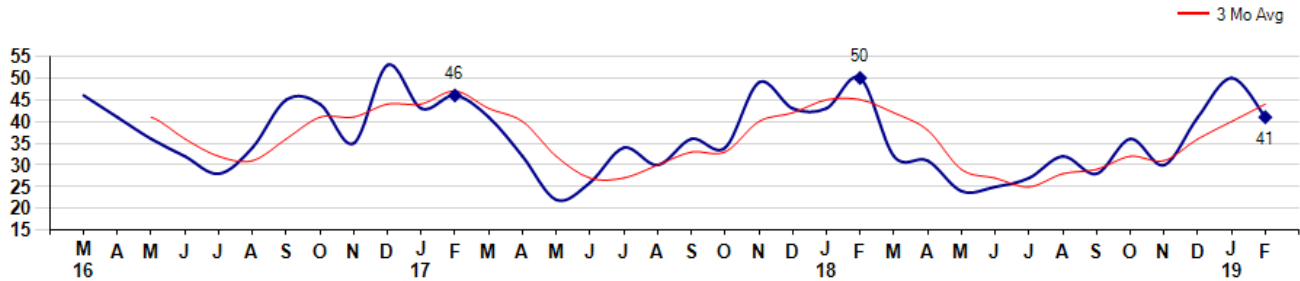
MSI is the # of months needed to sell all of the Inventory at the monthly Sales Pace



Market Time

The average Days On Market(DOM) shows how many days the average Property is on the Market before it sells. An upward trend in DOM tends to indicate a move towards more of a Buyer's market, a downward trend a move towards more of a Seller's market. The DOM for February was 41, down -18.0% from 50 days last month and down -18.0% from 50 days in February of last year. The February 2019 DOM was at its lowest level compared with February of 2018 and 2017.

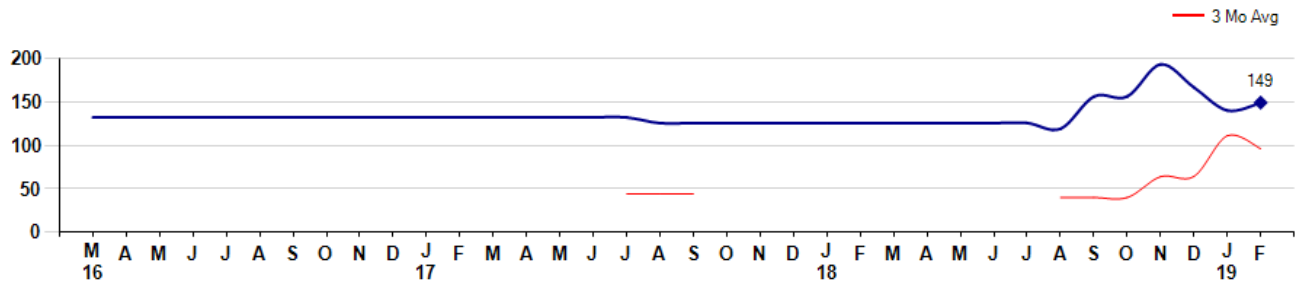
Average Days on Market(Listing to Contract) for properties sold during the month



Selling Price per Square Foot

The Selling Price per Square Foot is a great indicator for the direction of Property values. Since Median Sales Price and Average Sales price can be impacted by the 'mix' of high or low end Properties in the market, the selling price per square foot is a more normalized indicator on the direction of Property values. The February 2019 Selling Price per Square Foot of \$149 was up 6.4% from \$140 last month and equal to \$0 in February of last year.

Average Selling Price per Square Foot for properties that sold during the month



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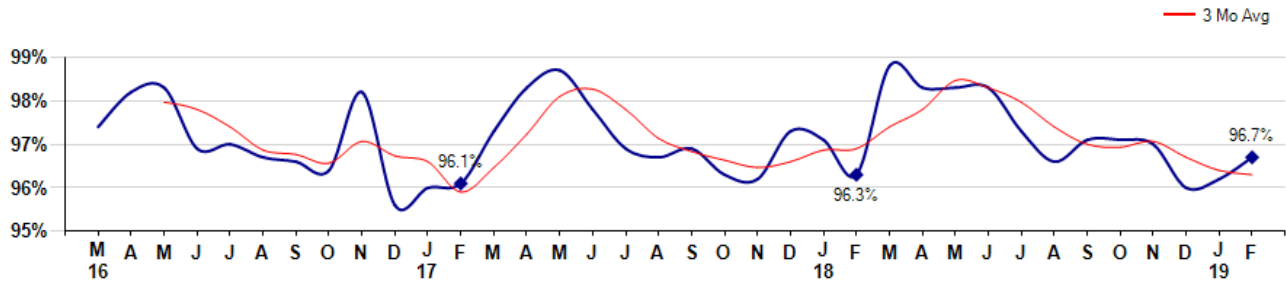
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Selling Price vs Listing Price

The Selling Price vs Listing Price reveals the average amount that Sellers are agreeing to come down from their list price. The lower the ratio is below 100% the more of a Buyer's market exists, a ratio at or above 100% indicates more of a Seller's market. The February 2019 Selling Price vs List Price of 96.7% was up from 96.2% last month and up from 96.3% in February of last year.

Avg Selling Price divided by Avg Listing Price for sold properties during the month



Inventory / New Listings / Sales

This last view of the market combines monthly inventory of Properties for sale along with New Listings and Sales. The graph shows the basic annual seasonality of the market as well as the relationship between these items. The number of New Listings in February 2019 was 171, down -14.9% from 201 last month and down -8.6% from 187 in February of last year.

